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## CREDICORP LTD. ANNOUNCES FINANCIAL RESULTS FOR THE QUARTER ENDED JUNE 30, 1998

(Lima, Peru, August 4, 1998) - Credicorp, Ltd. ("Credicorp") (NYSE:BAP;LSE:BAPC1) today announced its financial results for the second quarter ended June 30, 1998.

Credicorp announced net income of US\$25.4 million for the quarter ended June 30, 1998, 16.5\% below US $\$ 30.4$ million in the second quarter of last year, resulting in earnings per share of US\$0.313 and US\$0.375, respectively. Net income for the six months period ended June 30, 1998, was US\$48.1 million, $19.8 \%$ below US $\$ 60.0$ million in the same period of 1997 , resulting in earnings per share of US\$0.594 and US\$0.741, respectively.
I. CREDICORP LTD. AND SUBSIDIARIES

CREDICORP LTD. AND SUBSIDIARIES
SUMMARY OF RESULTS
(In U.S.\$ millions, except net income per share)

|  | Three months ended |  |  | Six months ended |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 30.06.97 | 31.03.98 | 30.06.98 | 30.06.97 | 30.06.98 |
| Net interest income | 101.8 | 94.2 | 106.9 | 196.3 | 201.1 |
| Provisions for possible loan losses, net | 25.6 | 26.3 | 41.0 | 43.9 | 67.3 |
| Other income | 89.8 | 89.3 | 92.7 | 169.3 | 182.0 |
| Claims on insurance activities | 19.4 | 23.8 | 21.3 | 33.0 | 45.1 |
| Operating expense | 100.1 | 103.3 | 108.7 | 196.3 | 211.9 |
| Income before income tax and result from exposure to inflation | 46.6 | 30.1 | 28.7 | 92.4 | 58.8 |
| Translation result | (2.0) | 3.1 | 11.6 | (1.8) | 14.6 |
| Income Tax | (10.6) | (7.5) | (11.3) | (22.9) | (18.8) |
| Minority Interest | (3.7) | (2.9) | (3.6) | (7.7) | (6.5) |
| Net Income | 30.4 | 22.8 | 25.4 | 60.0 | 48.1 |
| Net Income per share (1) | 0.375 | 0.281 | 0.313 | 0.741 | 0.594 |

(1) Based on 81.00 million outstanding shares in all periods. Following a share dividend in March 1998,
the total number of shares outstanding increased to 94.38 million. However, as 13.38 million are held
by affiliates as treasury shares, the net consolidated outstanding shares are 81.00 million, increasing
from 73.59 million net shares before the dividend.
Net income, comparing the second quarter of 1998 with that of 1997, declined in spite of increases in net interest income and non-financial income which were offset by higher provisions for possible loan losses and by increases in operating expenses. During the second quarter of 1998, return on net average shareholders' equity ("ROE") was $13.6 \%$, compared to $17.9 \%$ in the same period of 1997 , on an annual basis. Return on average total assets ("ROA") was $1.3 \%$ during the second quarter of 1998, compared to $1.8 \%$ in the same period of 1997, annualized.

## I. 1 INTEREST INCOME AND OTHER INCOME

Net interest income for the second quarter of 1998 was US\$106.9 million, compared to US\$101.8 million in the same quarter of the previous year. Net interest income resulted from increased volume of interest earning assets, offset by a lower interest margin. Net interest margin (net interest income over average interest earning assets), on an annualized basis, was $6.49 \%$ during the second quarter of 1998 , although higher than $5.70 \%$ in the first quarter of 1998, it decreased from $7.16 \%$ in the second quarter of 1997. Compared to the first quarter of 1998, the margin increased principally due to higher returns on the loan portfolio, partly because of increased lending in local Nuevos Soles, and also due to higher dividend income and lower funding costs.

Interest earning assets, as averages of beginning and ending balances, grew 16.0\% to US\$6.6 billion compared to the second quarter of last year, but remained similar to the first quarter of 1998.

Deposits and other obligations reached US\$5.5 billion at the end of June 1998, increasing 7.8\% compared to June 1997, but decreased $2.9 \%$ since March 1998. Due to banks and correspondents increased from US $\$ 975.8$ million at March 1998 to US $\$ 1,019.5$ million at the end of the second quarter of 1998.

Non-interest income was US\$92.7 million in the second quarter of 1998, growing $3.2 \%$ over income of US $\$ 89.8$ million in the same period of 1997 . The non-interest income components had the following growth rates with respect to the prior year quarter and to the first quarter of 1998:

| (\% change and US\$Mn) | 2Q97 | 2Q98 | 2Q98 vs <br> 1Q98 | 2Q98 vs <br> 2Q97 |
| :--- | ---: | ---: | ---: | ---: |
| Commissions for banking services | 38.4 | 38.2 | $13.8 \%$ | $-0.4 \%$ |
| Net premiums | 25.7 | 30.6 | $1.4 \%$ | $18.4 \%$ |
| Gains from sale of securities | 7.3 | 7.9 | $485.5 \%$ | $8.6 \%$ |
| Gains from foreign exchange | 6.4 | 6.7 | $-6.2 \%$ | $4.7 \%$ |
| Other income | 11.9 | 9.2 | $-45.9 \%$ | $-22.7 \%$ |
| Total Non-Interest Income | $\mathbf{8 9 . 8}$ | $\mathbf{9 2 . 7}$ | $\mathbf{3 . 8 \%}$ | $\mathbf{3 . 2 \%}$ |

## I. 2 OPERATING EXPENSES

Operating expenses for the second quarter of 1998 increased $8.6 \%$ to US\$108.7 million from US\$100.1 million in the same period of the previous year. Credicorp's expense components had the following variations:

| (\% change and US\$ Mn) | 2Q97 | 2Q98 | 2Q98 vs <br> 1Q98 | 2Q98 vs <br> 2Q97 |
| :--- | ---: | ---: | ---: | ---: |
| Salaries and employee benefits | 45.0 | 47.8 | $1.6 \%$ | $6.3 \%$ |
| General, administrative, and taxes | 39.8 | 38.3 | $1.1 \%$ | $-3.7 \%$ |
| Depreciation and amortization | 7.6 | 9.3 | $3.7 \%$ | $22.7 \%$ |
| Other | 7.8 | 13.3 | $41.4 \%$ | $71.0 \%$ |
| Total Operating Expense | $\mathbf{1 0 0 . 1}$ | $\mathbf{1 0 8 . 7}$ | $\mathbf{5 . 2 \%}$ | $\mathbf{8 . 6 \%}$ |

The efficiency ratio (operating expense, net of employee profit sharing expense, as a percentage of total income) was $53.8 \%$ in the second quarter of 1998 , increasing from $51.7 \%$ in the second quarter
of last year. Operating expenses as a percentage of average total assets was $5.4 \%$ in the second quarter of 1998 , improving from $5.7 \%$ in the same quarter of the previous year.

## I. 3 LOAN QUALITY

Credicorp's total assets were US\$7.9 billion at June 30, 1998, increasing 13.0\% compared to June 1997, but $2.1 \%$ below total assets at the end of the previous quarter. The loan portfolio as of June 30, 1998 totaled US $\$ 4.8$ billion, an increase of $0.6 \%$ in the second quarter of 1998 and $15.0 \%$ since the second quarter of last year. Loan quality indicators are shown in the following table:

| (In US\$Mn) | 2Q97 | 1Q98 | 2Q98 |
| :--- | ---: | ---: | ---: |
| Total loans | $4,180.8$ | $4,782.7$ | $4,808.8$ |
| Past due loans | 188.0 | 216.2 | 251.8 |
| Loan loss reserves | 193.9 | 219.6 | 241.9 |
|  |  |  |  |
|  | $4.5 \%$ | $4.5 \%$ | $5.2 \%$ |
| Past due / Total loans | $103.1 \%$ | $101.6 \%$ | $96.1 \%$ |
| Reserves / Past due | 103 |  |  |

## I. 4 NET INCOME CONTRIBUTION

Credicorp's principal subsidiaries contributed to consolidated net income as follows:

| (\% contribution and US\$Mn) | 2Q97 | 1Q98 | 2Q98 |
| :--- | ---: | ---: | ---: |
| Banco de Credito | $74.5 \%$ | $77.8 \%$ | $59.8 \%$ |
| Atlantic | $31.8 \%$ | $27.7 \%$ | $25.6 \%$ |
| PPS | $1.0 \%$ | $5.8 \%$ | $15.1 \%$ |
| Banco Tequendama | $2.1 \%$ | $-4.5 \%$ | $-4.6 \%$ |
| Credicorp and others | $-9.4 \%$ | $-6.8 \%$ | $4.0 \%$ |
| $\quad$ Total | $\mathbf{1 0 0 . 0} \%$ | $\mathbf{1 0 0 . 0 \%}$ | $\mathbf{1 0 0 . 0} \%$ |
| Net Income | US\$30.4 | US\$22.8 | US\$25.4 |

In the second quarter of 1998, BCP's contribution decreased compared to its net income reported according to Peruvian GAAP, principally due to lower translation results (US $\$ 10.6$ million) versus inflation adjustment gains (US\$16.1 million). The contribution by Credicorp and other subsidiaries improved due to increased dividend income from electrical companies, US $\$ 3.5$ million in this quarter versus US\$0.7 in the first quarter of 1998.

## I. 5 RECENT AQUISITIONS

In May 1998, Solucion Financiera de Credito, a BCP subsidiary specialized in consumer loans, aquired approximately US\$22 million in loans from a local Bank, with which it almost doubled its loan portfolio and number of clients.

In July 1998, Credicorp acquired $97 \%$ of the shares of Banco de La Paz, in Bolivia, expecting to merge it with its subsidiary Banco de Credito de Bolivia. At May 30, 1998, Banco de La Paz had 20 offices, total assets of US\$194.8 million, total loans of US147.8, deposits of US\$109.9, and net equity of US $\$ 15.3$ million. With the merger, Banco de Credito de Bolivia would grow the volume of its operations in approximately $50 \%$.

## II. BANCO DE CREDITO DEL PERU AND SUBSIDIARIES ("BCP")

## II. 1 NET INCOME

For the second quarter of 1998, BCP reported a consolidated net income of S/.68.6 million (US\$23.6 million), decreasing $10.0 \%$ from S/.76.2 million (US\$26.3 million) for the same period of 1997. Consolidated net income for the first six months of 1998 was $\mathrm{S} / .126 .4$ million (US $\$ 43.6$ million), decreasing 18.0\% from S/.154.1 million (US\$53.1 million) in the prior year period. Net income decreased principally due to higher provisions for loan losses partially offset by increased inflation adjustment results.

Return on average shareholders' equity ("ROE") in the second quarter of 1998, on an annualized basis, was $18.1 \%$ ( $23.0 \%$ in the same period of 1997). Return on assets ("ROA") for the corresponding second quarters of 1998 and 1997 was $1.5 \%$ and $1.9 \%$, respectively.

BANCO DE CREDITO DEL PERU AND SUBSIDIARIES
SUMMARY OF RESULTS (1)
(In constant S/. and U.S.\$ millions, except net income per share)

|  | Three months ended |  |  |  | Six months ended |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
|  | 30.06 .97 | 31.03 .98 | 30.06 .98 | 30.06 .98 | 30.06 .97 | 30.06 .98 | 30.06 .98 |
|  |  |  |  | US\$ |  |  | US\$ |
| Net interest income | 252.9 | 233.8 | 262.6 | $\$ 90.5$ | 489.2 | 496.4 | $\$ 171.2$ |
| Provisions for loan losses, net | 66.9 | 74.8 | 113.5 | $\$ 39.1$ | 117.1 | 188.2 | $\$ 64.9$ |
| Other income | 156.0 | 142.1 | 139.9 | $\$ 48.3$ | 287.9 | 282.1 | $\$ 97.3$ |
| Operating expense | 239.0 | 236.5 | 241.3 | $\$ 83.2$ | 464.2 | 477.8 | $\$ 164.8$ |
| Income before income tax and result |  |  |  |  |  |  |  |
| $\quad$ from exposure to inflation | 103.0 | 64.6 | 47.8 | $\$ 16.5$ | 195.8 | 112.4 | $\$ 38.8$ |
| Result from exposure to inflation | $(9.6)$ | 9.1 | 46.8 | $\$ 16.1$ | 6.6 | 55.9 | $\$ 19.3$ |
| Income Tax | 17.2 | 15.9 | 26.1 | $\$ 9.0$ | 48.3 | 41.9 | $\$ 14.5$ |
|  |  |  |  |  |  |  |  |
| Net Income | 76.2 | 57.8 | 68.6 | $\$ 23.6$ | 154.1 | 126.4 | $\$ 43.6$ |
| Net Income per share (2) | 0.087 | 0.066 | 0.078 | $\$ 0.027$ | 0.175 | 0.144 | $\$ 0.050$ |
|  |  |  |  |  |  |  |  |

(1) Financial statements prepared according to Peruvian GAAP. The financial information
is in constant soles as of June 30, 1998. Figures in US\$ have been translated at the exchange rate of S/.2.90 to the dollar.
(2) Based on 880.0 million outstanding shares in all periods.

## II. 2 NET INTEREST INCOME

Interest income, net of interest payments, reached S/.262.6 million (US\$90.5 million), increasing 3.8\% compared to the second quarter of 1997, and $12.3 \%$ above the first quarter of 1998. Compared to the second quarter of 1997, net interest income increased due to growth in average interest earning assets of $16.3 \%$ partially offset by a lower net interest margin.

In the second quarter of 1998, the net interest margin decreased to $6.37 \%$ compared to $7.14 \%$ in the prior year quarter, but increased from $5.74 \%$ in the first quarter of 1998. Compared to the first quarter of 1998, the increase in net interest margin is principally a result of increased local currency loans, increased higher margin business segments in the loan portfolio, and lower funding costs.

## II. 3 NON-INTEREST INCOME

Non-interest income, including fee revenue and other non-interest concepts, decreased 10.3\% to S/.139.9 million (US $\$ 48.3$ million) in the second quarter of 1998 with respect to the same period in the prior year. In the second quarter of 1998, fees from banking services amounted to S/.100.2 million (US $\$ 34.6$ million), $2.2 \%$ below such income in the same period in 1997. Fees on the most important banking services had the following growth rates:

| (In constant Soles Mn.) | 2Q97 | 2Q98 | Growth |
| :--- | ---: | ---: | ---: |
| Contingent credits | 11.9 | 6.7 | $-43.2 \%$ |
| Foreign Trade | 8.8 | 7.6 | $-14.4 \%$ |
| Account Maintenance | 24.3 | 28.3 | $16.1 \%$ |
| Insurance | 6.5 | 8.2 | $27.4 \%$ |
| Collections fees | 17.8 | 16.0 | $-10.2 \%$ |
| Fund transfer services | 14.8 | 12.1 | $-18.5 \%$ |
| Credit card fees | 9.6 | 9.5 | $-0.5 \%$ |
| Brokerage | 6.7 | 5.9 | $-12.3 \%$ |
| Other | 2.1 | 5.9 | $184.7 \%$ |
| $\quad$ Total | $\mathbf{1 0 2 . 5}$ | $\mathbf{1 0 0 . 2}$ | $\mathbf{- 2 . 2 \%}$ |

Net gains from the sale of securities decreased from S/.17.3 million in the second quarter of 1997 to S/.7.4 million in the current quarter, principally due to adverse capital market conditions.

Gains from foreign exchange transactions increased $23.6 \%$, from $\mathrm{S} / .17 .2$ million in the second quarter of 1997 to $\mathrm{S} / .21 .3$ million in the second quarter of 1998 . The increase in this business line is attributable to growth in volume partly offset by decreased margins.

Comparing the second quarter of 1997 to the same period in 1998, other income decreased from $\mathrm{S} / .18 .9$ million to $\mathrm{S} / .11 .0$ million principally due to lower prior year earnings concepts.

## II. 4 OPERATING EXPENSES

During the second quarter of 1998, operating expenses reached S/.241.3 million (US $\$ 83.2$ million), an increase of $0.9 \%$ over the same period in 1997. Approximately $46 \%$ of the operating expenses were attributable to employee salaries and other expenses related to personnel. These expenses increased $2.3 \%$ to $\mathrm{S} / .109 .9$ million (US $\$ 37.9$ million) from the same period of the previous year. At the end of the current quarter the number of employees increased by 165 , to $6,608,130$ of which are additional positions in Solución Financiera de Credito.

General and administrative expenses, which represented $32 \%$ of overall operating expenses, were S/.76.9 million (US $\$ 26.5$ million) in the second quarter of 1998, decreasing $13.6 \%$ with respect to expenses in the same quarter of last year. The most significant expenditures were:

| (In constant Soles Mn.) | 2Q97 | 2Q98 | Growth |
| :--- | ---: | ---: | ---: |
| Office supplies and operating costs | 18.3 | 14.0 | $-23.8 \%$ |
| Communications | 11.9 | 7.8 | $-34.0 \%$ |
| Third party fees and insurance | 15.9 | 13.8 | $-13.2 \%$ |
| Transport of currency and securities | 11.2 | 8.9 | $-20.4 \%$ |
| Systems and maintenance | 9.6 | 10.9 | $12.9 \%$ |
| Advertising and marketing | 10.8 | 10.4 | $-3.1 \%$ |
| Other | 11.4 | 11.1 | $-2.6 \%$ |
| $\quad$ Total | $\mathbf{8 9 . 1}$ | $\mathbf{7 6 . 9}$ | $\mathbf{- 1 3 . 6 \%}$ |

The Other expense caption, of operating expenses, increased from $\mathrm{S} / .12 .4$ million in the second quarter of 1997 to $\mathrm{S} / .21 .8$ million in the present quarter, mostly because of increased provisions for assets received in lieu of loan payments and for other contingencies.

The ratio of operating expenses (without employee profit sharing expense) as a percentage of average total assets improved from $5.8 \%$ in the second quarter of 1997 to $5.0 \%$ in this period.

Operating expenses, as a percentage of total income, increased from $57.8 \%$ to $58.9 \%$ for the second quarters of 1997 and 1998, respectively.

## II. 5 ASSETS AND LIABILITIES

Total assets of BCP were S/. 19.0 billion (US\$6.6 billion) at the end of June 1998, a $1.3 \%$ increase over the prior quarter and a $15.8 \%$ increase since the same quarter of last year. At June 1998, the loan portfolio, net of provisions, represented $62.2 \%$ of total assets, compared to $60.8 \%$ in the prior year quarter. In the second quarter of 1998 the Soles portion of the loan portfolio was $15.1 \%$, increasing from $14.1 \%$ at the end of March 1998, but below 18.3\% at June 1997.

As of June 30, 1998, total deposits were S/.14.6 billion (US $\$ 5.0$ billion), almost unchanged since March 31, 1998, but $11.5 \%$ above the June 1997 balance. During the second quarter of 1998, demand deposits grew by $4.6 \%$, while time and savings deposits decreased by $0.6 \%$ and $1.1 \%$, respectively. At the end of the second quarter of 1998, Nuevos Soles deposits comprised $20.5 \%$ of total deposits, compared to $19.1 \%$ the year before, and increasing from $20.3 \%$ as of March 31, 1998 .

Total loans increased $3.3 \%$ in the second quarter of 1998, to S/.12.5 billion (US\$4.3 billion), and $18.7 \%$ since June 1997. The loan portfolio grew principally in the middle market and retail segments, while corporate loans decreased. Loan portfolio composition by business segment developed as follows:

| (In \% of total and constant S/. Mn) | 2Q97 | 1Q98 | 2Q98 |
| :---: | :---: | :---: | :---: |
| Corporate | 35.0\% | 40.9\% | 36.6\% |
| Middle market | 38.5\% | 30.5\% | 33.9\% |
| Retail: | 26.5\% | 28.6\% | 29.4\% |
| - small business | 14.5\% | 15.2\% | 15.1\% |
| - home mortgage | 6.7\% | 6.5\% | 6.7\% |
| - consumer | 2.5\% | 4.3\% | 5.1\% |
| - credit cards | 2.8\% | 2.6\% | 2.5\% |
| Total | 100.0\% | 100.0\% | 100.0\% |
| Total Loans | S/.10,496 | .12,060 | .12,457 |

During the second quarter of 1998, middle market loans increased $14.9 \%$ to $\mathrm{S} / .4 .2$ billion (US $\$ 1.5$ billion), while corporate loans decreased by $7.5 \%$ to $\mathrm{S} / .4 .6$ billion (US $\$ 1.6$ billion), mostly due to the reclassification of approximately US $\$ 100$ million from the corporate to the middle market sector. In this period, retail loans grew $6.4 \%$ to $\mathrm{S} / .3 .7$ billion (US $\$ 1.3$ billion). Retail loans, on a product-byproduct basis, show the following changes:

| (\% change and constant S/. Mn) | 2Q97 | 2Q98 | 2Q98 vs <br> 1Q98 | 2Q98 vs <br> 2Q97 |
| :--- | ---: | ---: | ---: | ---: |
| Small business loans | 1,534 | 1,877 | $2.5 \%$ | $22.4 \%$ |
| Mortgage loans | 699 | 840 | $7.1 \%$ | $20.2 \%$ |
| Consumer loans | 263 | 639 | $22.7 \%$ | $142.2 \%$ |
| Credit card loans | 290 | 310 | $0.0 \%$ | $7.0 \%$ |
| Total Retail | $\mathbf{2 , 7 8 6}$ | $\mathbf{3 , 6 6 6}$ | $\mathbf{6 . 4 \%}$ | $\mathbf{3 1 . 6 \%}$ |

At the close of June 1998, contingent credits were S/.3.0 billion (US\$1.0 billion), $5.0 \%$ above the balance at March 1998 but decreasing 2.6\% since June 1997. Guarantees and stand-by letters of credit, which comprised $56 \%$ of such contingent credits, decreased $0.8 \%$ to S/.1.7 billion (US $\$ 580.2$ million) since the first quarter of 1998. Letters of credit which totaled S/.401.3 million (US $\$ 138.4$ million) at June 30, 1998, increased $4.4 \%$ from the balance of $\mathrm{S} / .384 .6$ million (US $\$ 132.6$ million) at March 1998. Foreign exchange futures operations increased $24.7 \%$, from S $/ .559 .9$ million (US $\$ 193.1$ million) as of March 1998, to S/.698.0 million (US\$240.7 million) at the end of the second quarter of 1998.

## II. 6 LOAN QUALITY

Loan quality indicators deteriorated in the second quarter of 1998. Past due loans as a percentage of total loans were $5.58 \%$ at June 1998, compared to $4.86 \%$ at March 1998.

At the end of the second quarter of 1998, past due loans were $\mathrm{S} / .695 .4$ million (US $\$ 239.8$ million), increasing $18.8 \%$ over S/.585.5 million (US $\$ 201.9$ million) as of March 1998. Past due loans increased mostly related to the middle market and small business segments customers.

Refinanced loans increased to S/.191.8 million (US\$66.1 million) as of June 1998, from S/.148.8 million (US $\$ 51.3$ million) at March 1998, mostly related to loans to retail commerce and to agroindustrial companies.

Loans believed to be unrecoverable, which were fully provisioned in prior periods, were written off during the second quarter of 1998 for a total of S/.50.6 million (US $\$ 17.4$ million). This compared to charge-offs of S/.15.1 million (US\$5.2 million) in the second quarter of 1997, and S/.45.1 million (US\$15.6 million) in the first quarter of 1998.

Loans classified as Substandard, (i.e., Deficient, Doubtful and Loss) represented $12.5 \%$ of the total loan portfolio at the end of the second quarter of 1998, increasing from 12.0\% in June of 1997, and from $12.3 \%$ at the end of the prior quarter. The loan classification is as follows:

| (\% of Total loans and S/.Mn const.) | 2Q97 | 1Q98 | 2Q98 |
| :---: | :---: | :---: | :---: |
| A: Normal | 74.5\% | 74.8\% | 75.6\% |
| B: Potential Problem | 13.5\% | 12.9\% | 11.8\% |
| C: Deficient | 6.9\% | 6.1\% | 5.6\% |
| D: Doubtful | 3.9\% | 4.6\% | 4.4\% |
| E : Loss | 1.2\% | 1.6\% | 2.5\% |
| Total | 100.0\% | 100.0\% | 100.0\% |
| Total Loans | S/.10,496 | S/.12,060 | S/.12,457 |

As of June 30, 1998, loan loss provisions outstanding totaled S/.643.6 million (US\$221.9 million) increasing $13.2 \%$ since March 31, 1998. The ratio of loan provisions to past due loans reached $92.6 \%$ at the end of the second quarter of 1998 , decreasing from $97.1 \%$ at the end of the prior quarter.

Of total provisions outstanding at the end of the second quarter, $\mathrm{S} / .38 .5$ million (US $\$ 13.3$ million) corresponded to generic provisions, of which S/.32.6 million (US $\$ 11.2$ million) corresponded to loans classified in the Normal (A) risk category. At March 31, 1998, generic provisions were S/.44.0 million (US\$15.2 million), of which S/.29.6 million (US\$10.2 million) were for Normal (A) credits.

In the second quarter of 1998, S/.113.5 million (US\$39.1 million) of loan loss provisions, net of recoveries, were charged against income, increasing $69.7 \%$ from S/.66.9 million (US\$23.1 million) of provisions made during the second quarter of last year. During the first quarter of 1998, such provision expense reached S/.74.8 million (US $\$ 25.8$ million). Provision expense charged by business segment was:

| (\% of Provision expense and S/Mn const.) | 4Q97 | 1Q98 | 2Q98 |
| :---: | :---: | :---: | :---: |
| Corporate Banking | 5.1\% | -1.2\% | 2.5\% |
| Middle Market | 32.4\% | 42.2\% | 32.7\% |
| Retail | 62.4\% | 59.0\% | 64.8\% |
| Total | 100.0\% | 100.0\% | 100.0\% |
| Total Provision Expense | S/.66.9 | S/.74.8 | S/.113.5 |

## II. 7 CAPITAL ADEQUACY

At the end of the second quarter of 1998, BCP's unconsolidated ratio of weighted assets to regulatory capital was 9.3 to 1.0 (10.8\%), while the corresponding consolidated ratio was 10.1 to 1.0 ( $9.9 \%$ ). As of June 30, 1998, BCP's consolidated "regulatory capital" was S/.1,509.3 million (US $\$ 520.4$ million), remaining similar to the balance at the first quarter of 1998. Regulatory capital included S/.137.5 million of subordinated debt at June 1998 (S/.135.4 million as of March 1998).

|  | BCP |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
|  | unconsolidated |  | BCP consolidated |  |
| (In constant Soles Mn.) | 2Q97 | 2Q98 | 2Q97 | 2Q98 |
| Regulatory capital | 1,218 | 1,322 | 1,369 | 1,509 |
| Risk weighted assets | 12,011 | 12,244 | 13,985 | 14,933 |
|  |  |  |  |  |
| Weighted assets / Capital | 9.9 | 9.3 | 10.2 | 10.1 |
| Capital / Weighted Assets | $10.1 \%$ | $10.8 \%$ | $9.8 \%$ | $9.9 \%$ |

## III. ATLANTIC SECURITY HOLDING CORPORATION AND SUBSIDIARIES ("ASHC")

Net income for the quarter ended June 30, 1998 was US\$8.8 million, $14.2 \%$ below US $\$ 10.2$ million in the prior year quarter. Net income for the first six months of 1998 was US $\$ 15.1$ million, $15.9 \%$ below US $\$ 18.0$ million in the 1997 period. Decreased net income in the second quarter of 1998 was mainly due to lower dividend income and to decreased earnings from securities transactions.

Net earnings before considering securities transactions, including realized and unrealized gains or losses, decreased $8.4 \%$ to US $\$ 8.5$ million from US $\$ 9.3$ million in the second quarter of 1997. Net interest income, which includes dividend income, was US\$9.3 million in the second quarter of 1998, $6.9 \%$ below US $\$ 10.0$ million in the prior year quarter. Without including dividends, net interest income was US\$4.7 million in the second quarter of 1998, compared to US\$4.4 million in the prior year quarter. Net interest margin, without considering dividends and investments in equity shares, increased from 2.2\% during the second quarter of 1997 to $2.3 \%$ in the 1998 quarter.

Net earnings on securities transactions, realized and unrealized, was US\$0.3 million in the second quarter of 1998, compared to US\$0.9 million in the same period of 1997. Net earnings on securities for the first six months of 1998 was US $\$ 1.0$ million compared to US $\$ 5.9$ million in the same period of 1997.

The loan portfolio, net of provisions, was US\$261.7 million as of June 30, 1998, decreasing from a balance of US $\$ 307.9$ million at the end the first quarter of 1998 , and from US $\$ 301.1$ million at June 1997, mainly because of the repayment of foreign trade operations whose proceeds were used to reduce balances due to banks. Funds under management increased to US\$331.9 million in June 1998, from US $\$ 299.1$ million at March 1998, and from US $\$ 268.7$ million in the second quarter of 1997. Deposits decreased to US $\$ 534.7$ million at June 1998 from US $\$ 567.2$ million at the end of the prior quarter, and from US $\$ 596.5$ million at the end of June 1997. Deposit loss is related to the increase in third party funds under Atlantic's management.

Net equity reached US\$253.4 million at the end of June 1998, decreasing from US\$288.1 million in the prior quarter, due to the lower valuation of Credicorp shares and to the distribution of US\$30.0 million in dividends. Without considering unrealized gains on Credicorp shares, net equity would be US\$125.6 million as of June 1998 (US\$146.8 million in March 1998).

At the end of the second quarter of 1998, there were no registered past due loans, while reserves for possible loan losses were US\$9.1 million, remaining similar to the level at the prior quarter.

Return on shareholders' equity ("ROE"), based on net equity without unrealized gains on Credicorp shares, was $25.8 \%$ in the second quarter of 1998 compared to $30.1 \%$ in the same period of 1997. ROE was $13.0 \%$ in the second quarter of 1998 on an annualized basis, while the return on average assets ("ROA") was $3.4 \%$. During the second quarter of 1997 , annualized ROE was $12.8 \%$ and ROA 3.9\%.

The ratio of operating expenses over average assets was $1.0 \%$ in the second quarter of 1998 compared to $0.9 \%$, annualized, during the same period in 1997. The ratio of operating expenses to average assets including funds under management was $0.8 \%$ in the second quarter of 1998 remaining similar to the prior year quarter.

## IV. EL PACIFICO-PERUANO SUIZA AND SUBSIDIARY ("PPS")

Consolidated net income for the second quarter of 1998 was S/.29.8 million (US\$10.3 million), 45.2\% above net income of S/.20.5 million (US $\$ 7.1$ million) in the prior year period. Net income for the first six months of 1998 was S/.35.3 million (US $\$ 12.2$ million), $5.9 \%$ below S/.37.5 million (US $\$ 12.9$ million) in the same period in 1997. Net income of the second quarter of 1998 increased compared to the prior year period principally due to higher financial revenue. Return on average shareholders' equity ("ROE") was $61.1 \%$ in the second quarter of 1998, increasing from $45.6 \%$ during the same period of last year.

In the second quarter of 1998, total premiums were $\mathrm{S} / .113 .7$ million (US\$39.2 million) similar to the prior year quarter. Net premiums earned, net of reinsured premiums and of technical reserves, were S/.90.4 million (US $\$ 31.2$ million) in the second quarter of 1998, increasing $12.2 \%$ over $\mathrm{S} / .80 .6$ million (US\$27.8 million) in the same quarter of 1997.

Comparing results for the first six months of 1998 and 1997, growth of the health and medical assistance insurance ( $22.5 \%$ of total premiums) was $25.8 \%$; property lines, fire and technical lines ( $17.0 \%$ of total premiums), grew $4.4 \%$; while the automobile insurance line ( $17.7 \%$ of total premiums) decreased $1.6 \%$ due to the early cancellation of policies that were having poor results. Premiums issued by the subsidiary El Pacífico Vida (19.6\% of total premiums) increased $31.7 \%$ in the second quarter of 1998 compared to the prior year quarter. Growth in pension fund benefits insurance was $13.9 \%$, while group life insurance and individual life insurance policies increased $52.0 \%$.

Net underwriting results were $\mathrm{S} / .21 .3$ million in the second quarter of 1998 , above $\mathrm{S} / .18 .9$ million in the prior year quarter, mainly because of lower technical reserves for the marine hull line. The ratio of net underwriting results (net premiums less reserves and claims as a percentage of total premiums) was $18.7 \%$ in the second quarter of 1998 , increasing from $16.6 \%$ in the prior year period.

Net claims incurred in the second quarter of 1998 were $\mathrm{S} / .61 .8$ million increasing $11.2 \%$ from $\mathrm{S} / .55 .6$ million in the second quarter of 1997. The net loss ratio (net claims to net premiums) increased from $65.4 \%$ to $68.1 \%$ comparing the second quarters of 1997 and 1998, respectively.

The combined ratio (the sum of net claims, general expenses and commissions, as a percentage of net premiums) was $98.5 \%$ in the second quarter of 1998 , above the $92.3 \%$ of the prior year period, increasing mainly because of claims in the fire and technical lines ( $181.6 \%$ and $162.5 \%$, respectively). Operating expenses increased $25.8 \%$ to $\mathrm{S} / .18 .7$ million mainly due to increased personnel and third party fee expenses, related to operating volume, and to higher provisions for receivables. Operating expenses over net premiums increased from $17.5 \%$ to $20.6 \%$ comparing the second quarter of 1997 and 1998, respectively.

As of June 30,1998, total assets were S/.639.7 million (US\$220.6 million) increasing 20.5\% compared to the balance at the end of the prior year quarter. Investments in real estate and financial assets were S/.400.1 million (US\$138.0 million) in the second quarter of 1998, increasing $28.6 \%$ from the balance of the prior year quarter.

## *** 8 Tables To Follow ***

CREDICORP LTD. AND SUBSIDIARIES
Table 1
CONSOLIDATED BALANCE SHEETS
(In thousands of U.S. Dollars)

| ASSETS | As of |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Jun. 30, 1997 | Dec. 31, 1997 | Mar. 31, 1998 | Jun. 30, 1998 |
| CASH AND DUE FROM BANKS |  |  |  |  |
| Cash and non interest bearing deposits in banks | 335,302 | 306,482 | 319,866 | 408,235 |
| Interest bearing deposits in banks | 1,348,107 | 1,501,686 | 1,529,902 | 1,387,799 |
|  | 1,683,409 | 1,808,168 | 1,849,768 | 1,796,034 |
| MARKETABLE SECURITIES, net | 466,588 | 607,117 | 626,093 | 509,808 |
| LOANS | 4,180,764 | 4,573,781 | 4,782,661 | 4,808,827 |
| Current | 3,992,790 | 4,392,543 | 4,566,420 | 4,556,999 |
| Past Due | 187,974 | 181,238 | 216,241 | 251,828 |
| Less - Reserve for possible loan losses | $(193,853)$ | $(209,810)$ | $(219,606)$ | $(241,948)$ |
| LOANS NET | 3,986,911 | 4,363,971 | 4,563,055 | 4,566,879 |
| INVESTMENT SECURITIES AVAILABLE FOR SALE | 172,464 | 203,374 | 201,943 | 209,660 |
| REINSURANCE ASSETS | 34,812 | 35,576 | 55,565 | 68,403 |
| PREMIUMS AND OTHER POLICYHOLDER RECEIVABLES | 29,936 | 32,273 | 32,881 | 34,500 |
| PROPERTY, PLANT and EQUIPMENT, net | 255,639 | 273,201 | 268,856 | 283,293 |
| dUE FROM CUSTOMERS ON ACCEPTANCES | 47,991 | 69,363 | 58,377 | 52,479 |
| OTHER ASSETS | 318,126 | 410,414 | 417,069 | 384,215 |
| TOTAL ASSETS | 6,995,876 | 7,803,457 | 8,073,607 | 7,905,271 |
| LIABILITIES AND SHAREHOLDERS' EQUITY <br> DEPOSITS AND OBLIGATIONS: |  |  |  |  |
| Non-interest bearing | 716,118 | 551,391 | 689,794 | 638,189 |
| Interest bearing | 4,403,091 | 4,880,862 | 4,993,454 | 4,880,189 |
|  | 5,119,209 | 5,432,253 | 5,683,248 | 5,518,378 |
| due to banks and correspondents | 631,263 | 963,361 | 975,797 | 1,019,549 |
| ACCEPTANCES OUTSTANDING | 47,991 | 69,363 | 58,377 | 52,479 |
| RESERVE FOR PROPERTY AND CASUALTY CLAIMS | 58,186 | 71,989 | 99,151 | 116,648 |
| RESERVE FOR UNEARNED PREMIUMS | 59,605 | 63,994 | 62,308 | 60,850 |
| REINSURANCE PAYABLE | 12,255 | 11,420 | 10,931 | 7,694 |
| OTHER LIABILITIES | 283,660 | 351,763 | 357,345 | 274,156 |
| MINORITY INTEREST | 90,139 | 95,910 | 93,383 | 97,086 |
| total liabilities | 6,302,308 | 7,060,053 | 7,340,540 | 7,146,840 |
| NET SHAREHOLDERS' EQUITY | 693,568 | 743,404 | 733,067 | 758,431 |
| TOTAL LIABILITIES and NET SHAREHOLDERS' EQUITY | 6,995,876 | 7,803,457 | 8,073,607 | 7,905,271 |
| CONTINGENT CREDITS | 1,055,556 | 1,091,345 | 1,040,622 | 1,078,942 |

CREDICORP LTD. AND SUBSIDIARIES
Table 2
CONSOLIDATED INCOME STATEMENTS

|  | Three months ended |  |  | Six months ended |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 30.06.97 | 31.03 .98 | 30.06.98 | 30.06.97 | 30.06.98 |
| INTEREST INCOME |  |  |  |  |  |
| Interest on loans | 171,971 | 165,647 | 179,057 | 335,679 | 344,704 |
| Interest and dividends on investments: | 2,915 | 2,739 | 5,908 | 3,694 | 8,647 |
| Interest on deposits with banks | 17,364 | 16,864 | 18,951 | 31,169 | 35,815 |
| Interest on trading securities | 9,792 | 17,403 | 16,280 | 19,207 | 33,683 |
| Total Interest Income | 202,042 | 202,653 | 220,196 | 389,749 | 422,849 |
| INTEREST EXPENSE |  |  |  |  |  |
| Interest on deposits | 76,910 | 82,202 | 88,104 | 148,495 | 170,306 |
| Interest on borrowed funds | 18,633 | 22,456 | 21,335 | 35,795 | 43,791 |
| Other interest expense | 4,655 | 3,807 | 3,862 | 9,164 | 7,669 |
| Total Interest Expense | 100,198 | 108,465 | 113,301 | 193,454 | 221,766 |
| Net Interest Income | 101,844 | 94,188 | 106,895 | 196,295 | 201,083 |
| Provision for possible loan losses, net | 25,576 | 26,318 | 40,964 | 43,876 | 67,282 |
| Net interest income after provision for possible loan losses | 76,268 | 67,870 | 65,931 | 152,419 | 133,801 |
| OTHER INCOME |  |  |  |  |  |
| Fees and commissions from banking services | 38,356 | 33,588 | 38,214 | 72,264 | 71,802 |
| Net gains from sales of securities | 7,302 | 1,355 | 7,933 | 14,292 | 9,288 |
| Net gains on foreign exchange transactions | 6,386 | 7,128 | 6,687 | 12,082 | 13,815 |
| Net premiums earned | 25,861 | 30,199 | 30,626 | 49,815 | 60,825 |
| Other income | 11,937 | 17,063 | 9,224 | 20,824 | 26,287 |
|  | 89,842 | 89,333 | 92,684 | 169,277 | 182,017 |
| CLAIMS ON INSURANCE ACTIVITIES |  |  |  |  |  |
| Net claims incurred | 8,841 | 11,257 | 9,935 | 14,685 | 21,192 |
| Increase in future policy benefits for life and health | 10,545 | 12,554 | 11,324 | 18,355 | 23,878 |
|  | 19,386 | 23,811 | 21,259 | 33,040 | 45,070 |
| OPERATING EXPENSE |  |  |  |  |  |
| Salaries and employee benefits | 44,968 | 47,036 | 47,796 | 90,628 | 94,832 |
| General, administrative, and other taxes | 39,777 | 37,873 | 38,300 | 76,468 | 76,173 |
| Depreciation and amortization | 7,597 | 8,989 | 9,320 | 16,117 | 18,309 |
| Other | 7,752 | 9,375 | 13,255 | 13,063 | 22,630 |
|  | 100,094 | 103,273 | 108,671 | 196,276 | 211,944 |
| Income before income tax, translation |  |  |  |  |  |
| results, and minority interest | 46,630 | 30,119 | 28,685 | 92,380 | 58,804 |
| Translation result | $(1,965)$ | 3,085 | 11,563 | $(1,830)$ | 14,648 |
| Income Tax | $(10,635)$ | $(7,502)$ | $(11,315)$ | $(22,869)$ | $(18,817)$ |
| Minority Interest | $(3,653)$ | $(2,925)$ | $(3,569)$ | $(7,668)$ | $(6,494)$ |
| NET INCOME | 30,377 | 22,777 | 25,364 | 60,013 | 48,141 |

## CREDICORP LTD. AND SUBSIDIARIES

Table 3
SELECTED FINANCIAL INDICATORS

|  | Three months ended |  |  | Six months ended |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 30.06.97 | 31.03.98 | 30.06.98 | 30.06.97 | 30.06.98 |
| Profitability |  |  |  |  |  |
| Net income per common share (US\$ per share)(1) | 0.375 | 0.281 | 0.313 | 0.741 | 0.594 |
| Net interest margin on interest earning assets (2) | 7.16\% | 5.70\% | 6.49\% | 7.15\% | 6.21\% |
| Return on average total assets (2)(3) | 1.76\% | 1.15\% | 1.27\% | 1.81\% | 1.23\% |
| Return on average shareholders' equity (2)(3) | 17.91\% | 12.34\% | 13.60\% | 17.68\% | 12.82\% |
| No. of outstanding shares (millions)(4) | 73.59 | 81.00 | 81.00 | 73.59 | 81.00 |
| Quality of loan portfolio |  |  |  |  |  |
| Past due loans as a percentage of total loans | 4.50\% | 4.52\% | 5.24\% | 4.50\% | 5.24\% |
| Reserves for loan losses as a percentage of total past due loans | 103.13\% | 101.56\% | 96.08\% | 103.13\% | 96.08\% |
| Reserves for loan losses as a percentage of total loans | 4.64\% | 4.59\% | 5.03\% | 4.64\% | 5.03\% |
| Reserves for loan losses as a percentage of substandard loans (C+D+E) | 41.26\% | 41.07\% | 36.29\% | 41.26\% | 36.29\% |
| Past due loans - reserves for loan losses as a percentage of shareholders' equity | -0.85\% | -0.46\% | 1.30\% | -0.85\% | 1.30\% |
| Operating efficiency |  |  |  |  |  |
| Oper. expense as a percent. of total income (5) | 51.71\% | 55.84\% | 53.75\% | 52.93\% | 54.75\% |
| Oper. expense as a percent. of av. tot. assets(2)(3)(5) | 5.74\% | 5.16\% | 5.37\% | 5.84\% | 5.34\% |
| Average balances (millions of US\$) (3) |  |  |  |  |  |
| Interest earning assets | 5,692.8 | 6,611.9 | 6,588.5 | 5,489.9 | 6,478.0 |
| Total Assets | 6,906.3 | 7,938.5 | 7,989.4 | 6,621.7 | 7,854.4 |
| Net equity | 678.3 | 738.2 | 745.7 | 678.8 | 750.9 |

(1)The number of shares outstanding of 81.00 million is used for all periods since shares have been issued only for capitalization of profits.
(2)Ratios are annualized.
(3)Averages are determined as the average of period-beginning and period-ending balances.
(4)Net of treasury shares. The total numer of shares was of 85.80 million in 2Q97 and 94.38 million in 1Q98 and in 2Q98.
(5)Total income includes net interest income and other income. Operating expense is net of mandatory employee profit sharing expense.

## BANCO DE CREDITO DEL PERU AND SUBSIDIARIES <br> Table 4 <br> CONSOLIDATED BALANCE SHEETS

(Constant Nuevos Soles, as of June 30, 1998, and U.S. Dollars in thousands)

| ASSETS | 30.06.97 | 31.12 .97 | 31.03 .98 | 30.06 .98 | 30.06 .98 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  | US\$000 |
| CASH AND DUE FROM BANKS | 4,505.789 | 4,704,700 | 4,826.120 | 4,922.165 | \$1,697,298 |
| Cash and Checks | 869.506 | 798.954 | 787.380 | 1,107.526 | \$381.906 |
| Deposits in Central Bank of Peru | 2,788.981 | 3,228.695 | 3,432.118 | 3,181.555 | \$1,097.088 |
| Deposits with local and foreign banks | 847.302 | 677.051 | 606.622 | 633.084 | \$218.305 |
| MARKETABLE SECURITIES, net | 719.247 | 1,102.526 | 1,035.603 | 837.888 | \$288.927 |
| LOANS | 10,496.339 | 11,500.801 | 12,059.563 | 12,456.839 | \$4,295.462 |
| Current | 9,999.057 | 11,002.452 | 11,474.041 | 11,761.439 | \$4,055.669 |
| Past Due | 497.282 | 498.349 | 585.522 | 695.400 | \$239.793 |
| Less - Reserve for possible loan losses | (512.962) | (540.654) | (568.487) | (643.647) | (\$221.947) |
| LOANS NEI | 2,983.377 | 10,960.147 | 11,491.076 | 11,813.192 | \$4,073.514 |
| INVESTMENT SECURITIES AVAILABLE FOR SALE | 35.829 | 42.871 | 44.146 | 45.396 | \$15.654 |
| PROPERTY, PLANT and EQUIPMENT, net | 552.311 | 582.640 | 565.814 | 604.983 | \$208.615 |
| OTHER ASSETS | 619.200 | 865.105 | 808.869 | 782.980 | \$269.993 |
| TOTAL ASSETS | 16,415.753 | 18,257.989 | 18,771.628 | 19,006.604 | \$6,554.001 |
| LIABILITIES AND SHAREHOLDERS' EQUITY |  |  |  |  |  |
| DEPOSITS AND OBLIGATIONS: | 13,068.816 | 13,871.152 | 14,531.764 | 14,577,890 | \$5,026.859 |
| Demand deposits | 2,812.580 | 2,926.799 | 3,060.377 | 3,199.896 | \$1,103.412 |
| Saving accounts | 4,827.823 | 4,897.323 | 4,809.829 | 4,757.890 | \$1,640.652 |
| Time deposits | 5,428.413 | 6,047.030 | 6,661.558 | 6,620.104 | \$2,282.794 |
| due to banks and correspondents | 1,231.042 | 1,933.420 | 1,916.551 | 2,159.645 | \$744.705 |
| OTHER LIABILITIES | 743.651 | 942.942 | 831.529 | 712.311 | \$245.624 |
| PROVISION FOR SEVERANCE INDEMNITIES | 7.454 | 5.777 | 11.008 | 6.492 | \$2.239 |
| SHAREHOLDERS EQUTY: | 1,364.790 | 1,504.698 | 1,480.775 | 1,550.266 | \$534.574 |
| Capital stock | 876.596 | 876.960 | 918.109 | 918.720 | \$316.800 |
| Legal reserve | 293.933 | 294.053 | 428.446 | 428.731 | \$147.838 |
| Retained earnings | 194.261 | 333.685 | 134.220 | 202.815 | \$69.936 |
| total liabilities and equity | 16,415.753 | 18,257.989 | 18,771.627 | 19,006.604 | \$6,554.001 |
| Contingent Credits | 3,100.848 | 3,047.409 | 2,875.114 | 3,019.033 | \$1,041.046 |

# BANCO DE CREDITO DEL PERU AND SUBSIDIARIES <br> Table 5 <br> CONSOLIDATED INCOME STATEMENTS 

(Constant Nuevos Soles, as of June 30, 1998, and U.S. Dollars in thousands)

|  | Three months ended |  |  |  | Six months ended |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 30.06.97 | 31.03.98 | 30.06.98 | 30.06.98 | 30.06.97 | 30.06.98 | 30.06.98 |
| Interest income and expense |  |  |  | US\$000 |  |  | US\$000 |
| Interest income | 482.279 | 481.953 | 525.609 | \$181.244 | 939.289 | 1,007.562 | \$347.435 |
| Less - Interest expense | 229.367 | 248.174 | 263.019 | \$90.696 | 450.105 | 511.193 | \$176.273 |
| Net interest income | 252.912 | 233.779 | 262.590 | \$90.548 | 489.184 | 496.369 | \$171.162 |
| Provisions for possible loan losses, net | 66.855 | 74.781 | 113.463 | \$39.125 | 117.077 | 188.244 | \$64.912 |
| Net interest income after provisions | 186.057 | 158.998 | 149.127 | \$51.423 | 372.107 | 308.125 | \$106.250 |
| Other Income |  |  |  |  |  |  |  |
| Fees and commissions from services | 102.470 | 87.996 | 100.208 | \$34.554 | 194.897 | 188.204 | \$64.898 |
| Net gains from sales of securities | 17.340 | 0.117 | 7.412 | \$2.556 | 26.344 | 7.529 | \$2.596 |
| Net gains on foreing exchg. transacts. | 17.219 | 20.384 | 21.278 | \$7.337 | 32.951 | 41.662 | \$14.366 |
| Other income | 18.932 | 33.623 | 11.045 | \$3.809 | 33.726 | 44.668 | \$15.403 |
|  | 155.961 | 142.120 | 139.943 | \$48.256 | 287.918 | 282.063 | \$97.263 |
| Operating Expense |  |  |  |  |  |  |  |
| Salaries and employee benefits | 107.428 | 108.038 | 109.924 | \$37.905 | 217.159 | 217.962 | \$75.159 |
| General and administrative | 89.074 | 82.330 | 76.924 | \$26.526 | 169.637 | 159.254 | \$54.915 |
| Depreciation and amortization | 20.201 | 23.395 | 22.672 | \$7.818 | 39.961 | 46.067 | \$15.885 |
| Taxes other than income tax | 9.869 | 6.605 | 9.917 | \$3.420 | 18.881 | 16.522 | \$5.697 |
| Other | 12.441 | 16.151 | 21.820 | \$7.524 | 18.562 | 37.971 | \$13.093 |
|  | 239.013 | 236.519 | 241.257 | \$83.192 | 464.200 | 477.776 | \$164.750 |
| Income before income tax and result from exposure to inflation | 103.005 | 64.599 | 47.813 | \$16.487 | 195.825 | 112.412 | \$38.763 |
| Result from exposure to inflation | (9.645) | 9.074 | 46.819 | \$16.144 | 6.636 | 55.893 | \$19.273 |
| Income Tax | 17.153 | 15.878 | 26.054 | \$8.984 | 48.348 | 41.932 | \$14.459 |
| NET income | 76.207 | 57.795 | 68.578 | \$23.648 | 154.113 | 126.373 | \$43.577 |

## BANCO DE CREDITO DEL PERU AND SUBSIDIARIES <br> Table 6 <br> SELECTED FINANCIAL INDICATORS

|  | Three months ended: |  |  | Six months ended: |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 30.06.97 | 31.03.98 | 30.06.98 | 30.06.97 | 30.06.98 |
| Profitability |  |  |  |  |  |
| Net income per common share (S/. per share)(1) | 0.087 | 0.066 | 0.078 | 0.175 | 0.144 |
| Net interest margin on interest earning assets (2) | 7.14\% | 5.74\% | 6.37\% | 7.05\% | 6.12\% |
| Return on average total assets (2)(3) | 1.87\% | 1.25\% | 1.45\% | 1.94\% | 1.36\% |
| Return on average shareholders' equity (2)(3) | 22.96\% | 15.49\% | 18.10\% | 23.34\% | 16.55\% |
| Quality of loan portfolio |  |  |  |  |  |
| Past due loans as a percentage of total loans | 4.74\% | 4.86\% | 5.58\% | 4.74\% | 5.58\% |
| Reserves for loan losses as a percentage of total past due loans | 103.15\% | 97.09\% | 92.56\% | 103.15\% | 92.56\% |
| Reserves for loan losses as a percentage of total loans | 4.89\% | 4.71\% | 5.17\% | 4.89\% | 5.17\% |
| Reserves for loan losses as a percentage of substandard loans (C+D+E) | 39.75\% | 38.23\% | 41.13\% | 39.75\% | 41.13\% |
| Past due loans - reserves for loan losses as a percentage of shareholders' equity | -1.15\% | 1.15\% | 3.34\% | -1.15\% | 3.34\% |
| Operating efficiency (5) |  |  |  |  |  |
| Oper. expense as a percent. of total income (4) | 57.79\% | 62.32\% | 58.91\% | 58.71\% | 60.56\% |
| Oper. expense as a percent. of av. tot. assets(2)(3) | 5.80\% | 5.06\% | 5.02\% | 5.74\% | 5.06\% |
| Capital adequacy |  |  |  |  |  |
| Net equity as a percentage of period end total assets | 8.31\% | 7.89\% | 8.16\% | 8.31\% | 8.16\% |
| Regulatory capital / risk-weighted assets | 9.79\% | 10.45\% | 9.79\% | 9.79\% | 9.79\% |
| Average balances (constant millions S/.) (3) |  |  |  |  |  |
| Interest earning assets | 14,172.7 | 16,279.6 | 16,481.2 | 13,876.8 | 16,212.3 |
| Total Assets | 16,305.7 | 18,514.8 | 18,889.1 | 15,888.1 | 18,632.3 |
| Net equity | 1,327.8 | 1,492.7 | 1,515.5 | 1,320.8 | 1,527.5 |
| Additional data |  |  |  |  |  |
| No. of outstanding shares (millions) | 800.0 | 880.0 | 880.0 | 800.0 | 880.0 |
| No. of employees | 6,959 | 6,443 | 6,608 | 6,959 | 6,608 |
| Inflation rate ( Wholesale price index) | 2.00\% | 3.41\% | 0.95\% | 14.19\% | 9.64\% |
| Exchange rate (S/. per 1 U.S. Dollar) | 2.66 | 2.81 | 2.90 | 2.66 | 2.90 |

(1)Shares outstanding of 880.0 million is used for all periods since shares have been issued only for capitalization of profits and inflation adjustment.
(2)Ratios are annualized.
(3)Averages are determined as the average of period-beginning and period-ending balances.
(4)Total income includes net interest income and other income.
(5)Operating expense does not include mandatory employee profit sharing expense (S/.2.7 in 2Q97,

S/.2.3 in 1Q98, and S/.4.1 in 2Q98).

## ATLANTIC SECURITY HOLDING CORPORATION <br> Table 7 <br> SELECTED FINANCIAL DATA

(Thousands of U.S. Dollars, except net income per share, and percentages)

|  | Three months ended |  |  | Six months ended |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 30.06.97 | 31.03.98 | 30.06.98 | 30.06.97 | 30.06.98 |
| Results |  |  |  |  |  |
| Net Interest Income, net of reserve expense | 10,034 | 7,037 | 9,346 | 14,605 | 16,383 |
| Other Income(1) | 2,651 | 1,872 | 2,048 | 8,320 | 3,920 |
| Operating Expense | 2,443 | 2,584 | 2,608 | 4,946 | 5,192 |
| Net income before realized and unrealized gains (losses) on securities transactions | 9,311 | 5,597 | 8,531 | 12,117 | 14,128 |
| Net income before unrealized gains (losses) on securities transactions | 13,895 | 6,810 | 9,298 | 17,686 | 16,108 |
| Net Income | 10,241 | 6,324 | 8,786 | 17,978 | 15,110 |
| Net Income per share (US\$) | 0.26 | 0.16 | 0.22 | 0.45 | 0.38 |
| Balance Sheets (end of period) |  |  |  |  |  |
| Total Assets | 1,065,240 | 1,102,436 | 952,713 | 1,065,240 | 952,713 |
| Loan portfolio, net | 307,126 | 307,955 | 261,708 | 307,126 | 261,708 |
| Marketable securities and investments | 426,324 | 394,249 | 355,555 | 426,324 | 355,555 |
| Total Deposits | 596,536 | 567,216 | 534,664 | 596,536 | 534,664 |
| Shareholders' equity | 319,509 | 288,081 | 253,449 | 319,509 | 253,449 |
| Funds under administration | 268,724 | 299,101 | 331,879 | 268,724 | 331,879 |
| Ratios (2) |  |  |  |  |  |
| Net interest margin / interest earning assets (3)(4)(5) | 2.2\% | 2.4\% | 2.3\% | 2.4\% | 2.4\% |
| Return on average stockholders' equity(4) | 12.8\% | 8.6\% | 13.0\% | 12.2\% | 10.9\% |
| Return on average stockholders' equity without including gains on Credicorp(4) | 30.1\% | 17.6\% | 26.4\% | 27.2\% | 22.7\% |
| Return on average total assets(4) | 4.0\% | 2.2\% | 3.4\% | 3.7\% | 2.9\% |
| Past due loans as a percentage of total loans | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% |
| Reserves for loan losses as a percentage of total loans | 2.6\% | 2.8\% | 3.4\% | 2.6\% | 3.4\% |
| Operating expense / total income | 19.3\% | 29.0\% | 22.9\% | 21.6\% | 25.6\% |
| Operating expense / average total assets(4) | 1.0\% | 0.9\% | 1.0\% | 1.0\% | 1.0\% |
| Operating expense / average total assets + funds under management(4) | 0.8\% | 0.7\% | 0.8\% | 0.8\% | 0.8\% |

(1) Includes realized and unrealized gains in securities.
(2) Averages are determined as the average of period-beginning and period-ending balances.
(3) Averages determined from monthly balances.
(4) Annualized.
(5) Without considering dividend income and dividend earning assets.

## EL PACIFICO-PERUANO SUIZA AND SUBSIDIARY <br> Table 8 <br> SELECTED FINANCIAL DATA

(Constant Nuevos Soles as of June 30, 1998, and
U.S. Dollars in thousands, except net income per share)

|  | As of and for the three month period ended |  |  |  | As of and for the six month period ended |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 30.06.97 | 31.03.98 | 30.06.98 | 30.06.98 | 30.06.97 | 30.06.98 | 30.06 .98 |
| Results |  |  |  | US\$000(1) |  |  | US\$000(1) |
| Total gross Premiums | 113,520 | 117,900 | 113,656 | \$39,192 | 213,264 | 231,610 | \$79,866 |
| Change in Reserves | 4,462 | 2,309 | 407 | \$140 | 6,126 | 2,717 | \$937 |
| Net Underwriting Results | 18,878 | 14,591 | 21,295 | \$7,343 | 42,785 | 35,893 | \$12,377 |
| Net Financial Income | 17,227 | 9,041 | 30,528 | \$10,527 | 31,223 | 39,572 | \$13,646 |
| General Expenses | 14,857 | 17,531 | 18,684 | \$6,443 | 30,617 | 36,224 | \$12,491 |
| Net Income | 20,536 | 5,490 | 29,816 | \$10,281 | 37,529 | 35,309 | \$12,176 |
| Net Income per share (S/.)(2) | 1.126 | 0.301 | 1.635 | \$0.564 | 2.058 | 1.936 | \$0.668 |
| Balance Sheets (end of period) |  |  |  |  |  |  |  |
| Total Assets | 530,889 | 600,688 | 639,665 | \$220,574 | 530,889 | 639,665 | \$220,574 |
| Investments in Secur. and Real estate | 311,139 | 368,102 | 400,125 | \$137,974 | 311,139 | 400,125 | \$137,974 |
| Technical Reserves | 209,379 | 272,595 | 288,241 | \$99,393 | 209,379 | 288,241 | \$99,393 |
| Net Equity | 223,247 | 212,439 | 258,288 | \$89,065 | 223,247 | 258,288 | \$89,065 |
| Ratios |  |  |  |  |  |  |  |
| Net underwriting results | 16.6\% | 12.4\% | 18.7\% | 18.7\% | 20.1\% | 15.5\% | 15.5\% |
| Net Loss ratio | 65.4\% | 74.8\% | 68.1\% | 68.1\% | 62.9\% | 71.4\% | 71.4\% |
| Return on avge. equity (3)(4) | 45.6\% | 10.5\% | 61.1\% | 61.1\% | 40.1\% | 31.6\% | 31.6\% |
| Return on total premiums | 18.1\% | 4.7\% | 26.2\% | 26.2\% | 17.6\% | 15.2\% | 15.2\% |
| Shareholders' Equity / Total Assets | 42.1\% | 35.4\% | 40.4\% | 40.4\% | 42.1\% | 40.4\% | 40.4\% |
| Increase in Risk Reserves | 5.4\% | 8.6\% | 5.7\% | 5.7\% | 14.0\% | 14.8\% | 14.8\% |
| Combined Ratio | 92.3\% | 103.2\% | 98.5\% | 98.5\% | 91.3\% | 100.9\% | 100.9\% |
| - Net Claims / Net Premiums | 65.0\% | 74.8\% | 68.1\% | 68.1\% | 62.9\% | 71.4\% | 71.4\% |
| - Op. Exp.+Comiss./Net Premiums | 26.9\% | 28.4\% | 30.5\% | 30.5\% | 28.4\% | 29.4\% | 29.4\% |
| Operating expense/Net Premiums | 17.5\% | 19.1\% | 20.6\% | 20.6\% | 18.8\% | 19.9\% | 19.9\% |
| Oper. expense / Avge. assets (3)(4) | 12.1\% | 12.4\% | 12.6\% | 12.6\% | 12.4\% | 12.2\% | 12.2\% |

(1)Translated at $S / .2 .90$ per 1 US\$.
(2)Based on 18.2 million shares in all periods. Actual outstanding shares were 15.2 million in 2Q97 and 1Q98, and 18.2 million in 2Q98.
(3)Averages are determined as the average of period-beginning and period-ending balances.
(4)Annualized.

